

DEFENSE TRANSITION

DoD Contractors, Sub-Contractors Small Businesses

If you are a DoD contractor or subcontractor who has been impacted by defense downsizing, the Technology Center can assist you with research and information you need to diversify your contracting base and target new markets.

If you are exploring the contract opportunities created by BRAC, the Supplier/Vendor Network will enable you to learn about opportunities in base redevelopment and expansion throughout South Texas.

Link into a Supplier/Vendor Network that extends through South Texas!

Learn what is happening at ten defense installations, from the rapidly expanding Fort Bliss and Fort Sam Houston to redevelopment at Brooks City-Base and Ingleside NAS.

Brooks City-Base
Lackland AFB
Randolph AFG
Fort Sam Houston

**SBDC Technology
Center-UTSA**
210.458.2458
<http://www.iedtexas.org>
San Antonio
SBDC - UTSA
210.458.2460
www.iedtexas.org

Ingleside NAS
Corpus Christi NAS
Kingsville NAS
Fort Bliss

Del Mar College SBDC
361.698.1021
<http://www.delmar.edu/sbdc>
**El Paso Community
College SBDC**
915.831.7743
www.welpasosbdc.biz

Laughlin AFB

**Sul-Ross State University-
Rio Grande College SBDC**
830.758.5025
www.sulross.edu

Goodfellow AFB

**Angelo State
University SBDC**
325.942.2098
**[http://
www.angelo.edu/services/sbdc](http://www.angelo.edu/services/sbdc)**



South-West Texas Border
Small Business
Development Center Network

The University of Texas at San Antonio

SBDC TECHNOLOGY CENTER

**Defense Transition
Supplier / Vendor Network
SBIR / STTR – R&D Funding
Technology Commercialization**

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs

Businesses can receive \$850,000 or more per award for technology research and development. Experienced SBIR manager provides individual assistance, proposal review, commercialization research for SBIR and STTR proposals.

Technology Commercialization

Expert guidance on process of Technology Commercialization and New Product Development. Addresses intellectual property, licensing, market definition, and manufacturing issues, as well as angel investment and venture capital funding.

The Small Business Development Center (SBDC) is part of a partnership program between the U.S. Small Business Administration, U.S. Economic Development Administration, The University of Texas at San Antonio and the South-West Texas Border Region Small Business Development Center. Funding is provided through EDA Award #008-49-03954 and an SBA cooperative agreement. Such funding does not constitute an expressed or implied endorsement of any of the co-sponsors' or participants' opinions, conclusions, recommendations, products, or services. All SBDC programs are nondiscriminatory and open to the public.

For more information

210.458.2458

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UTSA Institute for Economic Development
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U.S. Small Business
Administration

SUPPLIER/VENDOR NETWORK



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SUPPLIER/VENDOR NETWORK

"The SBDC provides the information and expertise you need to be successful!"

- Confidential counseling on strategic government marketing and contractor issues from expert consultants
- Affordable training on preparing Technical and Cost proposals, bonding, applying for GSA Schedules, subcontracting, and other topics
- E-Newsletter information about major procurement events, BRAC opportunities, and new contracts in South Texas
- Management consulting focused on strengthening your business operations-accounting, financing, personnel, risk management, marketing
- Financial analysis of your company's operations

**SBDC counseling is confidential and is provided free of charge.
Training is provided at a nominal fee.**

2007 SUPPLIER / VENDOR WORKSHOP SCHEDULE

April 17	Get Started in Government Contracting!	\$25
	If you want to sell your products or services to federal agencies, this is the place to start! Learn how the government buys and how to reach the buyers!	
	STEP UP! to Government Contracting!	\$50
	Learn how to respond effectively to Requests for Proposal (RFPs)	
May 1	Technical Proposals – Create a strong presentation for your company's capabilities. Reviews the technical format and key proposal elements; shows you ways to ensure you are responsive and responsible in your proposals.	
May 22	Cost Proposals - Learn government requirements for allowable and non-allowable costs, material costs, labor rates and costs, allocated costs, overhead G&A, profit margins. Provides guidelines for collecting accurate costs.	
June 5	Preparing a GSA Schedule Application (Introduction)	\$25
	The General Services Administration schedules are used by most government buyers. Learn how your company can complete an application for GSA and participate in government contracting!	

TIME/PLACE ALL WORKSHOPS

Time: 1:30-4:30 PM, Tuesdays
Site: U.S. Small Business Administration
San Antonio District Office
17319 San Pedro, Suite 200
San Antonio, TX 78232

REGISTER TODAY!
210.458.2458
WWW.IEDTEXAS.ORG

Now Available! STRATEGIC PRESENTATIONS

Oral presentations are becoming a contract award requirement, especially for service contracts. Learn how to present your company and its capabilities effectively and confidently. Interactive, realistic, LIVE! **Contract this workshop for your company today! Call 210.458.2458.**